

Message Text

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12

ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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P R 050650Z OCT 73

FM AMEMBASSY NICOSIA

TO AMEMBASSY TEHRAN PRIORITY

INFO SECSTATE WASHDC 7840

LIMITED OFFICIAL USE NICOSIA 2060

E.O. 11652: N/A

TAGS: BEXP, ETRN, IR

SUBJECT: MCDONNELL DOUGLAS AND IRAN AIR

IN VIEW OF FACT THAT HOWELL L. WALKER, VICE PRESIDENT, COMMERCIAL SALES, DOUGLAS AIRCRAFT COMPANY, MCDONNELL DOUGLAS CORP., NOW IN CYPRUS, HAS BEEN UNABLE TO PLACE URGENT TELEPHONE CALL TO EMBASSY TEHRAN, WE HAVE AGREED TO TRANSMIT FOLLOWING MESSAGE:

"FOR AMBASSADOR HELMS FROM HOWELL L. WALKER. MCDONNELL DOUGLAS HAS LEARNED THAT A DECISION HAS BEEN TAKEN BY IRAN AIR TO PURCHASE OUR DC-10 AIRPLANE WITH GENERAL ELECTRIC ENGINES AND THAT THIS DECISION HAS BEEN CONVEYED TO THE SHAH FOR FINAL DECISION. THE IRAN AIR DECISION IS CONFIDENTIAL AND HAS NOT BEEN ANNOUNCED TO MCDONNELL DOUGLAS OR OTHERS. HOWEVER, WE HAVE LEARNED THAT BOTH AEROSPATIALE AND ROLLS ROYCE ARE APPLYING PRESSURE ON THE SHAH THROUGH THEIR RESPECTIVE EMBASSIES IN TEHRAN TO ATTEMPT TO INFLUENCE HIS DECISION IN FAVOR OF THE A300B AIRBUS OR THE L-1011 RESPECTIVELY. SHAH'S DECISION IS EXPECTED AS EARLY AS SATURDAY, OCT 6. WILL APPRECIATE ANYTHING YOUR EMBASSY CAN DO TO HELP OUR CAUSE IN VIEW OF OUR HAVING WON THE SALES CAMPAIGN TO THE AIRLINE."

DECONTROL 10/31/73.

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